

Message Text

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15
ACTION A-01

INFO OCT-01 NEA-10 ISO-00 SSO-00 EB-07 /019 W
----- 118816
O 150855Z SEP 76
FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC IMMEDIATE 9100

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EO 11652: NA
TAGS: BTRA, IR
SUB: APPOINTMENTS FOR REPRESENTATIVES OF SOUTHWIRE COMPANY

REF: STATE 227255

1. EMBASSY HAD ALREADY RECEIVED COMMERCIAL CABLE FROM MR. COFER REQUESTING APPOINTMENTS WITH MINISTERS ANSARY AND NAJMABADI. WHEN WE CALLED ANSARY'S OFFICE, DIRECTOR OF ANSARY'S SECRETARIAT DEFLECTED EMBASSY'S REQUEST FOR COFER APPOINTMENT WITH ANSARY WITH THE OBSERVATION THAT MATTER WAS PROPERLY WITHIN JURISDICTION OF MINISTRY OF INDUSTRIES AND MINES. HE GAVE US SEVERAL NAMES TO CALL, INCLUDING THAT OF VICE-MINISTER OF MINES SHAFAIL. IT HAS BEEN EMBASSY'S EXPERIENCE THAT ANSARY IS DISINCLINED TO INTERJECT HIMSELF IN COMPETITIVE BIDS ON TENDERS, PREFERRING TO DEAL WITH MATTER IN THE FORUM OF COUNCIL OF MINISTERS IF IN FACT BIDS OF APPROXIMATELY EQUIVALENT MERIT REACH THE COUNCIL. FYI, JAPANESE-SOUTHWIRE BID ON COPPER REFINERY FOR SAR CHESMEH COPPER REFINERY IS FOR \$142,221,000 WHILE KRUPP-MECHIM CONSORTIUM BID \$3,401,000 HIGHER. WE UNDERSTAND THAT SAR CHESMEH CONSIDERS BIDS TO BE EQUIVALENT IN TECHNICAL TERMS. GIVEN SUMS INVOLVED, WE SUSPECT FINAL DECISION WILL IN FACT BE MADE AT A LEVEL HIGHER THAN SAR CHESMEH BOARD OF DIRECTORS, POSSIBLY BY COUNCIL OF MINISTERS OR HIGHER.

2. NAJMABADI'S OFFICE TELLS US THAT MINISTER WILL BE OUT OF TOWN UNTIL OCTOBER 1, BUT SUGGESTS THAT EMBASSY APPROACH

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VICE-MINISTER SHAFAIL. SHAFAIL IS OUT OF TEHRAN UNTIL

SEPTEMBER 18. WE THINK THERE IS A GOOD CHANCE THAT SHAFARI WILL AGREE TO MEET WITH MESSRS. COFER AND DREYER OF SOUTHWIRE BUT POSSIBILITY EXIST THAT HE, TOO, MIGHT PREFER TO AVOID DEALING WITH REPRESENTATIVES OF ONE OF THE COMPETING FIRMS NOW THAT BOTH BIDS HAVE APPARENTLY PASSED BEYOND HIM. IF SOUTHWIRE OFFICIALS WOULD LIKE TO MEET WITH MR. SHAFARI, PLEASE ASSURE THEM AND OFFICE OF CONGRESSMAN FLYNT THAT EMBASSY WILL DO EVERYTHING IT CAN TO ARRANGE AN APPOINTMENT. GIVEN TIMEING PROBLEM, SUGGEST SOUTHWIRE OFFICIALS MIGHT WISH TO PLAN THEIR TEHRAN TRIP FOR LATE IN WEEK OF SEPTEMBER 19 OR EARLY WEEK OF SEPTEMBER 26.

3. PLEASE ADVISE.
HELMS

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